

Message Text

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TO USDOC WASHDC
INFO SECSTATE WASHDC 2718
AMEMBASSY MOSCOW
AMEMBASSY VIENNA

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COMMERCE FOR BEWT/TPD (THOMPSON, ROBERSON, ELIAS) FROM
ROBINSON;

MOSCOW PLEASE PASS JUDITY ROBINSON (ELEKTRO 77)

VIENNA FOR TRADE FAIR SUPPORT OFFICE

E. O. 11652: N/A
TAGS: BEXP, CZ
SUBJ: BRNO 1978 FAIR THEME

1. SUMMARY: JUDITY ROBINSON, BEWT/TPD, SPENT WEEK IN
PRAGUE INVESTIGATING POSSIBLE THEMES FOR 1978 BRNO FAIR.
SHE CONCLUDES THAT TEST MEASUREMENT, ANALYSIS, AND CONTROL
INSTRUMENTATION OFFERS MOST PROMISE FOR U.S. COMPANIES.
BEST APPLICATIONS ARE IN ENERGY INDUSTRIES WITH SUBTHEMES
FOR RELATED FIELDS OF LABORATORY RESEARCH, POLLUTION AND
COAL EXPLORATION. END SUMMARY.

2. BASED ON EXTENDED INTERVIEWS WITH MINISTRIES, FTO'S,
END USE ENTERPRISES, AND CHAMBER OF COMMERCE OFFICIALS,
INFORMATION AND ASSISTANCE ON BRNO 1978 THEME WAS FORTH-
COMING. THE CONSENSUS WAS THAT TEST/MEASUREMENT/
ANALYSIS AND CONTROL INSTRUMENTATION WAS THE AREA IN
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WHICH U.S. COMPANIES HAVE THE BEST MARKET POTENTIAL
FOR THE FOLLOWING REASONS: THIS IS NOT THE CSSR'S
PRIMARY SPECIALIZATION WITHIN CEMA, AND THE INSTRUMEN-
TATION WHICH IS PRODUCED IS IN INSUFFICIENT QUANTITIES
GIVEN THE LABOR SHORTAGE, PLAN PRIORITIES INVOLVING
INDUSTRIES WHICH REQUIRE SUCH INSTRUMENTATION, AND
THE TECHNICAL LEVEL OF CSSR INDUSTRIES.

3. DURING MEETINGS, TYPES OF INSTRUMENTATION NEEDED AND APPLICATIONS WERE DISCUSSED. SPECIFIC LISTS OF SUCH EQUIPMENT DRAWN UP BY TECHNICAL STAFF HAVE BEEN PROMISED BY TESLA FOR E/C OFFICER JAMES LEE, AND KOVO, TO BE GIVEN TO ROBINSON IN MOSCOW, FOR PURPOSES OF AVOIDING RECRUITMENT OF COMPANIES WHICH DUPLICATE CSSR PRODUCTION, AND BRINGING U.S. COMPANIES OF INTEREST. ARRANGEMENTS WERE MADE WITH OFFICIALS TO SEND INTERESTED COMPANIES' BROCHURES DURING NEXT YEAR TO DOUBLE CHECK MARKETABILITY OF EQUIPMENT AND TO INTRODUCE COMPANIES PRIOR TO THEIR APPEARANCE AT BRNO.

4. INSTRUMENTATION WITH ENERGY APPLICATIONS: HYDRO-ELECTRIC AND THERMOELECTRIC POWER PROJECTS ARE PLANNED, WITH RENEWAL OF EQUIPMENT IN EXISTING PLANTS. CONTROL AND TEST/MEASUREMENT INSTRUMENTS WILL BE NEEDED IN THESE PLANTS. ELECTRICITY OUTPUT BY 1980 WILL BE FROM 77 TO 79 BILLION KW HOURS. NEW PLANTS WILL HAVE 3,500 TO 4,000 MEGAWATTS. TWO NUCLEAR POWER PLANTS ARE PLANNED. NOTE: ALL HEAVY AND CAPITAL EQUIPMENT WILL COME FROM WITHIN CEMA. HYDROELECTRIC INSTALLATIONS WILL INVOLVE CONSTRUCTION OF WATER PUMPING POWER STATIONS. BOILER INSTALLATIONS ARE TO BE MODERNIZED. THERMOELECTRIC INSTALLATIONS WILL USE COAL AS BASIC FUEL. BECAUSE OF SLIM RESOURCES, ENERGY EFFICIENCY WILL GO FROM 400 TO 385 GRAMS OF STANDARD FUEL PER KW BY 1980, PROVIDING SCOPE FOR CONTROL/ MEASUREMENT/ANALYSIS INSTRUMENTATION.

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5. ON COAL, THE CSSR PRODUCES ONLY 100 MILLION TONS PER YEAR AND WILL TRY FOR 122-125 MILLION BY 1980, OF WHICH 94-7 MILLION WILL BE BROWN COAL AND LIGNITE AND 28 TO 28.5 HARD COAL INCLUDING THAT SUITABLE FOR COKING (11 MILLION TONS WITH NEW FACILITIES PLANNED). AGAIN, ALL OR MUCH OF THE HEAVY EQUIPMENT WILL COME FROM WITHIN CEMA. HOWEVER EFFICIENCY THROUGH USE OF CONTROL AND TEST/MEASUREMENT INSTRUMENTATION IS NEEDED. TWO AREAS VERY IMPORTANT: TEST OPERATIONS FOR MINE-RELATED TECHNOLOGICAL COMPLEXES, ALSO USE OF SEMI-CONDUCTOR TECHNOLOGY IN PRODUCTION OF ENERGY-SAVING EQUIPMENT. GEOLOGICAL EXPLORATION FOR COAL IS PRIORITY.

6. CSSR IS ALREADY BUYING POLLUTION MONITORING AND ANALYSIS EQUIPMENT FOR USE AROUND INDUSTRIAL FACILITIES INCLUDING ENERGY FACILITIES BUT ESPECIALLY PRAGUE AND BRATISLAVA. THIS SHOULD DEFINITELY BE A SUBSECTION OF THEME AND TSS ESCORT OFFICER SHOULD ASK VISITING TECHNICIANS FOR PREFERENCES AS TO TYPES.

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7. NUCLEAR FUEL IS TO BE THE LONG RUN PRODUCER OF ELECTRICITY AND HEAT, EMPHASIZED BY INCREASED WEIGHT GIVEN RESPONSIBLE DEPARTMENT IN KOVO, WHICH IS ALSO THE DEPARTMENT INVOLVED IN NUCLEAR MEDICAL AND LAB EQUIPMENT. NUCLEAR PROJECTS WILL BE JOINT PROJECTS WITH "INDUSTRIALLY DEVELOPED COUNTRIES," AS WILL BE THE EFFORTS AT PRODUCTION OF ASYNCHRONOUS MOTORS.

8. THE COMPLEMENTARY, HIGHLY AUTOMATED EQUIPMENT USED IN ALL THESE FACILITIES WILL BE NEEDED.

9. IMPORTED NATURAL GAS FOR TECHNICAL PURPOSE AND MOTORIZED VEHICLES WILL REQUIRE EXPANDED PIPELINE CAPACITIES AND ESTABLISHMENT OF AUTOMATION FACILITIES. MEASURING, REGULATION AND CONTROL EQUIPMENT IS NEEDED FOR THE GAS TRANSPORT, METALLURGY AND CHEMICALS INDUSTRY. INSTRUMENTS USED IN PURIFYING, LIQUIFYING AND STORING THIS GAS IS NEEDED. OIL PIPELINE CONTROL EQUIPMENT HAS SOME MARKETABILITY.

10. IN PRESSURING FOR INSTRUMENT PRIORITIES OTHER THAN FOR THE POWER AND CHEMICALS INDUSTRIES THE FOLLOWING WERE GIVEN BY DIFFERENT ORGANIZATIONS: METALLURGY, AIR AND WATER POLLUTION, LABORATORY, SPECIALIZED
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MEDICAL, ALSO, OF COURSE, ELECTRONICS PRODUCTION AND SEMI-CONDUCTOR TESTING. ALL WERE MENTIONED IN VARYING ORDER BY EACH SET OF OFFICIALS. WHEN PRESSURED FOR SPECIFIC PROJECT INFORMATION IN THE POWER FIELD, OFFICIALS RESPONDED CAGILY, BUT THEN AGREED TO PROVIDE AT LEAST EQUIPMENT LISTS.

11. BRNO FAIR THIS YEAR EMPHASIZES THE ENERGY AREA. THE TENTATIVE THEME FOR NEXT YEAR, SUBJECT TO CHANGE, IS MEDICAL EQUIPMENT, PUTTING U.S. EXHIBITIONS AT BRNO IN REVERSED ORDER.

12. EQUIPMENT AND INSTRUMENTS COMPANIES AT BRNO 1977 CAN LOGICALLY EXPECT A HEADSTART IN THIS AREA IN THE PLAN'S SECOND YEAR. WHAT IS LEFT GIVEN THE LONG BUSINESS LEAD TIMES WILL BE THE ACCESSORY AND SOPHISTICATED INSTRUMENTATION ON WHICH THE U.S. IS STRONG. OFFICIALS WERE QUITE SPECIFIC ABOUT NEEDS IN SPECIALIZED MEDICAL AREAS: DIVERSIFIED COMPUTER APPLICATIONS ON MEDICINE EXPECIALLY FOR MOBILIZED EMERGENCY UNITS AND INTENSIVE CARE UNITS; LASERS FOR MEDICAL USE, AND COMPUTERIZED DIAGNOSIS FOR HEART, BLOOD AND KIDNEY AILMENTS. HOWEVER, CANADA HAS JUST SOLD THEM A \$45 MILLION, FULLY EQUIPPED HOSPITAL. PHARMACEUTICAL ANALYTIC EQUIPMENT, AND ANALYTICAL EQUIPMENT FOR BIOCHEMICAL LABS IS NEEDED. ASKED ABOUT UTILITY OF A REPEAT U.S. EXHIBITION AT BRNO 1978, RESPONSE WAS IN TERMS OF ABOVE SPECIALIZATIONS.

13. BESIDES TEST/MEASUREMENT INSTRUMENTS FOR LABS, THE METALLURGICAL INDUSTRY WAS MENTIONED FREQUENTLY FOR AUTOMATED QUALITY CONTROL, TESTING, AND UTILIZATION OF REDUNDANT HEAT AND SECONDARY POWER SOURCES.

14. BRNO 1978 RECOMMENDATION: CONTROL, TEST AND MEASURING INSTRUMENTATION - NOT, REPEAT NOT, EQUIPMENT - FOR THE ENERGY INDUSTRIES WITH SUBTHEMES FOR THE RELATED FIELDS OF LABORATORY RESEARCH, POLLUTION, AND COAL EXPLORATION. THINK ABOUT INCLUDING THE SPECIALIZED AREAS OF MEDICINE MENTIONED ABOVE AS A BOW TO UNCLASSIFIED

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THE BRNO FAIR THEME. THE OTHER ALTERNATIVE APPLICATIONS ARE THE CHEMICALS INDUSTRY (FIBROUS PLASTICS INCLUDED) AND METALLURGY. LISTS OF SPECIFIC EQUIPMENT FORTHCOMING THROUGH AMEMBASSY PRAGUE AND MOSCOW. QUESTION MAY ALSO BE BROUGHT UP AT US-CSSR JOINT CHAMBER OF COMMERCE MEETING.
BYRNE

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